



FSC First

CREATIVE BUSINESS FINANCING SOLUTIONS

Prince George's County

Green Bank DMV

Roundtable

Funding Emerging Opportunities

Presented by

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Mission & Vision

Vision Statement

FSC First envisions a community where all small businesses have the financial tools they need to thrive.

Mission Statement

FSC First is a flexible, risk-tolerant alternative funding source that provides innovative and creative financing solutions and loan administration services that benefit small and emerging businesses.

We are designated by the U.S. Small Business Administration as a Certified Development Company (CDC) and a Community Development Financial Institution (CDFI) by the U.S. Treasury. Designated fund manager for the State of Maryland.

We have 12 diverse lending programs that provide \$30+ Million in lending capacity.



CREATIVE BUSINESS FINANCING SOLUTIONS

Prince George's County Green Bank

- ▶ FSC First is the administrator for the commercial Prince George's County Green Bank
- ▶ Applications for the Commercial Green Energy Loan Programs are available by sending an email request to drmedley@fscfirst.com



C-PACE

Commercial Property Assessment for Clean Energy (C-PACE)

CB-29-2018 provides for the financing of energy efficiency, renewable energy, and water conservation upgrades to commercial buildings. Upgrades are financed, up to 20% of appraised value, through an energy lender and then repaid via an annual assessment on the property tax bill over a long term.

Minimum Loan Size: \$25,000

Term: 20 years

Rate: Market (determined by Bank)

Energy Audit: Required

Fees: \$500 Application Fee
1.05% Closing Fee
.16% Annual Servicing Fee

Jobs: Best efforts to create 1 job for every \$65,000

Supplier Requirements (CMBE, CBB or CMBE): 35%

Energy conservation measures, including but not limited to:

- solar energy equipment
- geothermal energy devices
- wind energy systems
- water conservation devices
- measures or systems or any construction renovation or retrofitting of commercial property to reduce energy consumption including high efficiency lighting and building systems, heating ventilation air conditioning (HVAC) upgrades, high efficiency boilers & furnaces, high efficiency hot water heating systems, combustion & burner upgrades, fuel switching, heat recovery & steam traps
- building shell or envelope improvements
- fenestration improvements
- building energy management systems and process equipment upgrades

FSC First can assist applicants with sourcing a green energy friendly lender.

C-PACE

ELIGIBILITY

In order to be eligible for C-PACE financing, the Applicant seeking financing must meet the following requirements:

- Property must be located in Prince George's County.
- Property must be for commercial use.
- The property cannot be owned by the government.
- Applicant must be 100% legal owner of the property as recorded on title.
- Applicant must demonstrate that the most recent taxes, surcharges and charges on the property have been paid.
- Applicant must establish that the owner of the commercial property is able to repay the loan provided under the C-PACE program in a manner substantially similar to that required for a mortgage loan.
- Applicant must be in good standing with the Maryland State Department of Assessments and Taxation

Scuderi Building - Temple Hills MD

Energy conservation & efficiency improvements involving lighting, window sealing and heat pump replacement

C-PACE Project Summary:

- ✓ Cost - \$611,933
- ✓ 98,000 Square Feet
- ✓ Built 1971
- ✓ 98% MBE Participation
- ✓ Jobs: 10
- ✓ Loan Amount % of Property Value: 7.47%
(must not exceed 20%)
- ✓ Debt Amount % of Property Value: 75%
(must not exceed 90%)
- ✓ Annual DSCR: 2.33x before energy savings measures
- ✓ SIR: 1.44 or \$901,068



Green Energy Loan Program

Program that supports an emerging industry in the County with direct loans, loan guarantees or loan loss reserves to back local banks that fund direct loans for commercial building energy efficiency improvements, energy conservation & renewable energy measures including grid resiliency projects, climate resiliency projects. Loan Amounts up to \$250,000.

Minimum Loan Size: \$25,000

Term: 20 years

Rate: Market (determined by Bank)

Energy Audit: Required

Fees: 1% Application Fee

1% Issuance/Closing Fee

.20% Annual Guaranty Fee

Jobs: Best efforts to create 1 job for every \$65,000

Supplier Requirements (CMBE, CBB or CMBE): 35%



Lending Capacity

\$30+ Million

SBA 504

SBA 504 - supports 2nd trust loans for acquisition of owner/occupied real estate, long-term leasehold improvements, and machinery & equipment purchases.
Loan Amount: \$250,000 - \$5.5 Million

Courtyard by Marriott

The total project costs for land, construction, furniture/fixtures, contingency reserve, professional fees and soft costs totaled \$25,080M project.

144 key Marriott flag.

93 jobs created for County residents exceeding requirement of 67 to meet the job creation goal.

Met public policy goal of being a minority owned business.

Increased commercial property tax base.

FSC First Capital Stacking structure:

- Bank: \$12,540,000 (50.00%)
- SBA 504: \$ 4,890,000 (19.50%)
- EDI Fund: \$ 1,400,000 (5.58%)
- State of MD: \$ 700,000 (2.79%)
- VLT Flex: \$ 500,000 (1.99%)
- Microloan: \$ 34,000 (0.14%)
- Owner Equity: \$ 5,016,000 (20.00%)

Total Financing \$25,080,000

Our Programs

- **Small Business Growth Fund (SBA Community Advantage)** - supports the day-to-day operations, smaller real estate transactions & equipment. Typical Loan Amount: \$25,000 - \$250,000
- **Microenterprise Loan Program** - direct lending for working capital and equipment. Loan amount \$25,000 - \$50,000
- **VLT Small Business FLEX Fund** - intermediary lender for the State Department of Commerce -- supports working capital needs, without requiring a government guarantee or the funding of loan loss reserves. Loan Amount: \$25,000 to \$250,000

Our Programs

- **Business Expansion Fund** - Supported by the Prince George's County Economic Development Corporation to assist local, small & minority businesses in Prince George's County with bridge financing for business expansion with flexible financing options. Loan amounts: Varies.
- **EDI Fund** - supports job creation & County's commercial tax base, longer repayment term and flexible interest rate to assist in the retention, attraction and expansion of County businesses. Designed to increase economic impact of public & private investment. Loan Amounts: Varies

Our Programs

- **City of Mt. Rainier Million Dollar Incentive Fund** - Supported by the City of Mt. Rainier to provide incentives for businesses to relocate to, expand in, and undertake or invest in projects in the City of Mount Rainier that will provide jobs, increase the City's tax base, and improve the quality of housing and amenities available to City residents. Loans up to \$25,000
- **City of Bowie Loan Fund** - supports the day-to-day operations, equipment & working capital for businesses located in the City of Bowie. Loan Amount: \$25,000 - \$50,000

Strive for 35

► Supported by the Washington Gas Light Company for the purpose of funding the development of minority-owned, women-owned, and service-disabled veteran-owned business interested in serving the natural gas industry. Loans up to \$50,000.

Contact US

Apply online at
www.fscfirst.com
301.883.6900